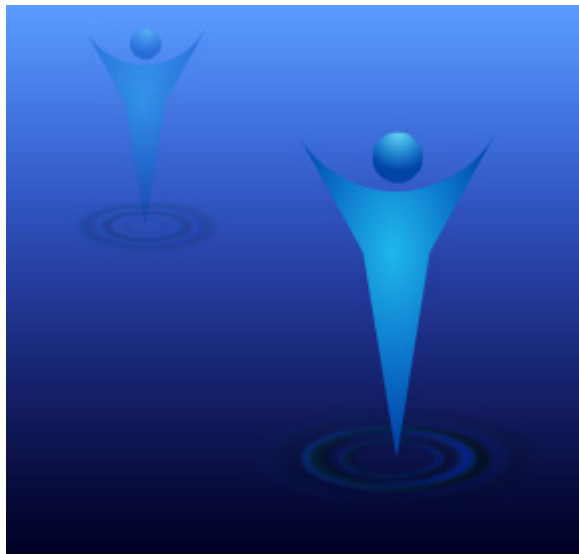


Center for
Personal & Professional
Excellence



An Introduction



www.cppetraining.com

Custom Designed Training – Solutions that deliver

Center for Personal & Professional Excellence (CPPE) was formed with the vision of providing need based and effective training.

Training that creates a difference to an organisation's bottom line through people. Training that is strategically deployed to achieve organisational goals. Training that enables the organisation respond to a dynamically changing environment.

We at CPPE extensively utilise freely available technology to deliver training with speed and efficiency. Training that is world class and available all over the country. Training that is grounded in theory and yet customized to be practical.

Training that delivers measurable results.

We design and develop training modules that are a collective product of industry professionals, behavioural scientists and domain experts.

We provide customised design, development and delivery of training solutions across domains and levels.

Training needs are assessed in a rigorous scientific manner. We use this research to customise our training programs.

We specialise in the core ability to convert any domain knowledge into learning tools. This enables us to custom design, develop and produce training modules applicable across industries. Our clients come from industries as diverse as petroleum, media, banking, retail, automobiles, telecom, heavy engineering, logistics, consumer durables and many others.

One of our key strengths is the capability in knowledge dissemination on a large scale across geographies and languages.

HPCL, State Bank of India, Pantaloons, ICICI, Tata Motors, Tata Teleservices, Bajaj Electricals, Pennzoil, Wartsila, Bharti

Televentures, Reliance Communications are only some of the organisations which partner with CPPE for their training needs.

CPPE also carries the capability to custom design specific programs both in respect of content and delivery vehicle. This could be in the forms of training videos or CVBT (Computer Video Based Training) modules, both of which are exceptionally suited to facilitated as well as self-learning tools.

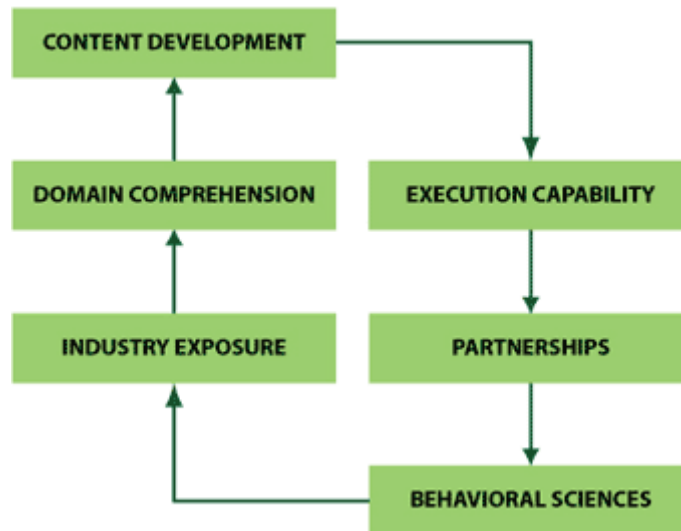
Besides blended-learning and structured class-room program methodologies, we also have capability in other training spaces across industry domains.

Our associates bring rich, top quality experience from various industry sectors. We are supported by select faculty, from the IITs, IIMs and other leading business schools. Working with CPPE gives you the advantage of having specialists to look after every aspect of the training design – needs assessment, training design, delivery and measurement.

Based on our expertise, CPPE will be happy to partner your organisation in assessing need gaps and designing modules to provide the precise mix of solutions to address specific training needs which may arise in your organisation from time to time.

CPPE Expertise

CPPE brings a combination of experts together to give you complete training solutions. Being a training organisation, we have the advantage of bringing together individuals who are experts in their own right.



Domain Comprehension

CPPE has an expert ability to comprehend domains it works in. In the past we have executed successful projects in industries as diverse as Automobiles, Banking, Petroleum, Retail, Telecom, Healthcare, Financial Services, Consumer Durables, Heavy Engineering and various other areas. This core expertise helps CPPE build “workable training” that is results based, and grounded in understanding of the domain.

Industry Exposure

Relating knowledge to the work place is a challenge for any training program. This is best done with inputs of someone who has spent a better part of his career in the corporate world.

Content Development

CPPE is extremely particular about the content of the programs that it designs. Our content is thoroughly researched. We also do factor in the feel good effects for each program. All program content is delivered according to the principles of adult learning.

Behavioural Sciences

Having a vast array of models, practices and behavioural sciences to choose from helps us apply the best available knowledge. Additionally a deep understanding of adult learning principles ensures that whatever is taught is applied and reinforced effectively.

Execution Capability

Translating ideas into actionable projects that generate desired changes and results is our expertise. Our capabilities in logistics and pan India reach provide multi location and multiple language delivery for the client.

Partnerships

CPPE maintains partnerships with organizations that are also the best in their own industries. These partnerships ensure capability of providing end to end solutions. As in our own work, we ensure very high quality standards in all our partnerships.

This unique combination helps CPPE bring, complete high quality end-to- end training solutions that are customised for your organization needs.

Program Areas: Customised Training Interventions

CPPE Interventions include:

- Channel Partner Training Interventions
- Professional HRM for SMEs
- Organisational Competency Building
- Organisational Culture Mapping and Building
- Setting-up Rural Sales Channels
- Customer Interface Skills
- Professional Presence and Effectiveness
- Communication & Presentation
- Creativity
- Power Selling Skills
- Stress Management & Relaxation
- Assertiveness Skills Training
- Personal & Professional Effectiveness
- Cross Cultural Training
- • One on One Coaching for Senior Management
- Leadership and Team building
- Emotional Intelligence

CPPE Blended Learning Tools

CPPE incorporates freely available technology to build Computer and Video based training tools that allow various options in terms of navigability and degree of interactivity with the program module.

These training delivery vehicles ensure the following benefits for both the organisation as well as the participants:

- Ensures standard delivery of content whenever the program is conducted
- Makes it possible to use facilitators who need not be domain experts
- Post delivery, the program may be made available on common platforms such as the intranet or CD ROMs or VCD/DVD formats
- Makes it possible for the user organisation to run the program as-and-when required for small sub-optimal groups or even a single individual
- Availability on the intranet or CD ROM or VCD/DVD formats provides opportunities for learning reinforcement
- Is extremely effective as a self-learning tool
- Is upgradeable to future versions at reasonable costs (without change in architecture)
- Extremely scalable for multi-application

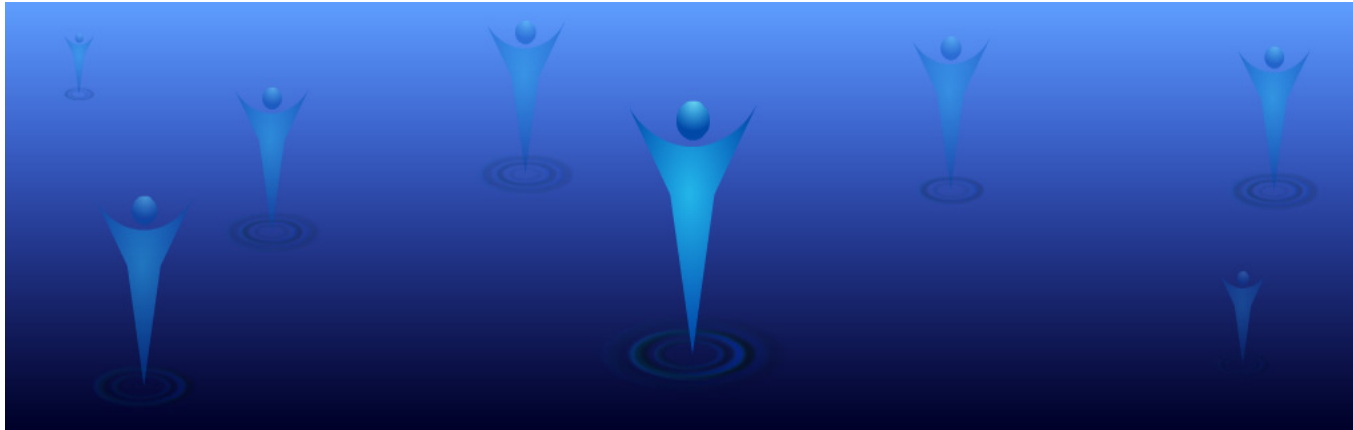
CPPE has a Pan – India presence.

We have trainers at all levels to deliver training in multilingual modes. This training is again delivered based on the chosen delivery vehicle i.e. workshops based on PPT / Manuals or Video based training interventions

Some of our interventions include:

- A product / soft skills training roll out in the highly competitive telecom sector, for the channel partners of India's largest private telecom giant. With our execution ability coupled with innovative delivery, we trained over 20,000 channel partners in a span of 45 days.
- A leading petroleum company identified service as a strategic lever for sustaining market share and growth. CPPE partnered an initiative to create a process / soft skills training. Researching and building the training tool and rolling out the training to over 20,000 frontline persons over two phases. This program was nominated for the prestigious Golden Peacock Award in Training for innovative deployment and execution.
- For one of India's leading engineering companies, CPPE worked on enhancing creativity for its top performers. The initiative is now being rolled out as an organisational competency
- CPPE assisted a leading lubricants company to make the shift to value based selling in a market plagued by price wars. The program is to be extended to the channel partners of the company.

- CPPE built custom designed training videos for an automotive client along with an administration manual. This built the training capability within the company itself.



4, Arcadia Gr. Floor
195, Nariman Point, Mumbai - 400 021
Tel: (91-22) 2288-4835
Fax: (91-22) 2288-4820
cppe@cppetraining.com
www.cppetraining.com